Ministry of Agriculture

Farm & Food Report

Communications Branch, Walter Scott Building
3085 Albert Street, Regina, Canada, S4S 0B1

Saskatchewan

Log Number: 08-22-94
Week of May 26, 2008

WEYBURN INLAND TERMINAL SEEKS TO BUILD ON SUCCESS

The Weyburn Inland Terminal (WIT) celebrated a banner year in 2007, and is hoping to build on its success this year with a $5 million upgrade to its facilities.

The company specializes in grain marketing, but all business units contributed to the success of last year. "Across the board, our smaller businesses did well, and our core grain business – we moved a lot more grain than normal for the fall," WIT CEO Rob Davies said. "We hit on all cylinders pretty well, and it was a good year for us."

With farmers anticipating rising input costs, fertilizer sales were also high in early 2007.

Local ownership is a source of pride for WIT. With a higher level of accountability demanded from its board of directors and customers, the terminal retains its focus on what customers and shareholders need.

"We're not a huge company, but we focus on doing things well for our local customer base," Davies noted. Size also allows the company to react quickly to opportunities that come along.

Important to the shareholders are WIT's contributions to community projects. "We contributed 2.2 per cent of our pre-tax income to local community events, when the industry average is about one per cent," Davies stated.

"Our participation in local events and local communities helps business."

Key to the terminal's community investment program is 4-H calf sales, scholarships and other organizations and events.

To ensure success in the future, WIT purchased a portion of Alliance Grain Terminal in Vancouver. "We look at it as a long-term strategic opportunity," Davies said. "In a world where the marketing environment changes, we want to make sure that we have access to export business out of Vancouver. It was an opportunity we felt we had to participate in to maintain that access over the long-term."

Closer to home, WIT is in the middle of a $5 million upgrade to its receiving system. "The biggest benefit to customers will be dramatically improving our delivery times and also giving us separate storage for identity-preserved grains," Davies stated. "In addition, we're doing some dust control."

(more)

The expansion project is expected to be completed by harvest this year.

WIT owns and operates an inland terminal and grain condominium complex on CP Rail's Soo Line. It opened in 1976, when 1,450 farmer/shareholders sought to improve the existing grain-handling and transportation system.

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